

Message Text

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42

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AMEMBASSY LONDON

C O N F I D E N T I A L SOFIA 0800

E.O. 11652: N/A

TAGS: EGEN, ETRD, BU, UK

SUBJECT: BRITISH-BULGARIAN AGREEMENT ON ECONOMIC, INDUSTRIAL
AND SCIENTIFIC-TECHNICAL COOPERATION

REF: SOFIA 0788

1. IN VIEW OF RECENT SIGNING OF UK-BULGARIAN AGREEMENT
SIMILAR IN SOME RESPECTS TO THE ONE THAT IS PENDING BETWEEN
BULGARIA AND THE U.S., AND IN VIEW OF CONVERSATIONS OF
SECRETARY OF COMMERCE DENT ON SUBJECT WHEN HE WAS HERE A
MONTH AGO, FOLLOWING CHRONOLOGY OF NEGOTIATING HISTORY OF
UK-BULGAR AGREEMENT OBTAINED FROM UK EMBASSY HERE MAY BE OF INTEREST.

2. BULGARIANS FIRST PROPOSED DRAFT IN SEPTEMBER 1973 WHICH
WAS FOUND UNSATISFACTORY TO UK FROM MANYPOINTS OF VIEW.
BRITISH PRESENTED COUNTERDRAFT JANUARY 1974. WITHIN ABOUT
TWO WEEKS, BULGARS CAME UP WITH REVISED DRAFT THAT WAS
SATISFACTORY BASIS FOR NEGOTIATION. THE ACTUAL NEGOTIATIONS
THEN TOOK PLACE IN LONDON, LASTED THREE DAYS, AND WERE
CONCLUDED FEBRUARY 28. ONE WEEK LATER THE AGREEMENT WAS
INITIALED.

3. NOTEWORTHY THAT WHEN BULGARS WERE READY TO NEGOTIATE,
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THEY SENT RELATIVELY LOW-RANKING OFFICIAL TO LONDON (OFFICIAL

OF SUB-CABINET RANK NOT BEING AVAILABLE) AND TEXT WAS FINALIZED BY THEIR COMMERCIAL COUNSELOR. THIS SUGGESTS THAT ONCE POLITICAL DECISION TO MOVE WAS MADE HERE, THE NECESSARY COMPROMISES NO LONGER REQUIRED HIGH-LEVEL POLITICAL APPROVAL, OR ELSE THAT APPROVAL WAS OBTAINED VERY EXPEDITIOUSLY.

4. BASED ON FOREGOING IT WOULD APPEAR THAT IF AND WHEN WE PRESENT BULGARS WITH A COUNTER-DRAFT, AND IN VIEW OF THEIR APPARENT DESIRE FOR EARLY AGREEMENT COVERING ALSO CULTURAL RELATIONS, WE COULD EXPECT ACTUAL NEGOTIATIONS TO BE CONCLUDED IN SHORT ORDER, WITH BULGARS MAKING NECESSARY CONCESSIONS TO MAKE INITIALING POSSIBLE AT AN APPROPRIATE CEREMONIAL OCCASION.
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